



MARYLAND: WHY?

Hundreds of foreign-based companies already know why Maryland is a “must location” for international investment. Resource-rich Maryland provides one-of-a-kind strategic assets for foreign businesses looking to expand or grow in the U.S.— and it all begins with its inherent unparalleled global location.

For starters, Maryland’s enviable Mid-Atlantic location on the east coast of the United States – next door to the nation’s capital – offers proximity and access to 176 resident embassies and key U.S. and international decision makers and partners. In tandem, more than 350 federal and academic centers—bolstered by the highest proportion of doctoral scientists and engineers in the nation—stimulate research and development for the state’s technology savvy industries.

MARYLAND: STRATEGIC LOCATION

Roughly halfway between Boston and Atlanta, London and Los Angeles, Maryland is also located in the heart of one of the nation’s busiest commercial corridors and one of the most comprehensive transportation networks along the eastern seaboard – about one third of the U.S. population is within an overnight drive of Maryland.

MARYLAND: TARGETED INDUSTRIES

The state’s diversified economy is rooted in information technology and cybersecurity, aerospace and defense, life sciences, advanced manufacturing, financial services, and energy and sustainability.

ADVANCED MANUFACTURING

Maryland’s 3,680 manufacturing businesses are a diverse blend of industries that include defense electronics, aeronautics, systems engineering, medical diagnostics, specialty chemicals, software and aircraft engines. Manufacturing business include leaders and innovators such as Northrop Grumman, MedImmune, Marlin Steel, McCormick Spice, Volvo Powertrain, Vorbeck, Textron Systems, Sourcefire and Patton Electronics.

AEROSPACE & DEFENSE

Maryland is a thriving location for space exploration, satellite technology and research, design and manufacturing of UASs and robotics and includes Department of Defense related activities such as biodefense, cybersecurity, avionics and ordnance and weapons testing. The state’s 8,520 A&D businesses includes R&D super giants NASA, NOAA, NSA and private enterprises like Lockheed Martin, Northrop Grumman, KEYW and UAV Solutions.

INFORMATION TECHNOLOGY & CYBERSECURITY

Maryland is home to a large and growing cluster of software services, electronics and telecommunications firms,

including a critical mass of cybersecurity organizations. This powerful industry includes the U.S. Cyber Command, NIST’s National Cybersecurity Center of Excellence, Johns Hopkins Applied Physics Laboratory, 11,440 information technology businesses and a workforce of nearly 138,000 industry-related workers.

LIFE SCIENCES

Maryland is a premier location for life sciences companies. With one of the nation’s largest clusters, a community of more than 2,000 life science businesses have unparalleled proximity to leading federal institutions. More than 90 percent of the life sciences companies and strategic partners are located within one hour of each other. Life science leaders in Maryland include MedImmune, Quest Diagnostics, Westat and Leidos Biomedical Research.

ENERGY & SUSTAINABILITY

Maryland’s natural gas, electricity, and nuclear power companies are joined by solar, wind, wave and biomass as energy enterprises. Centrally located along the Mid-Atlantic region’s outer continental shelf, Maryland is capable of generating more than 60,000 MW of offshore wind potential. The state’s Renewable Portfolio Standard requires that 20 percent of the state’s energy come from renewable sources by 2022. Industry standouts include Exelon, W. R. Grace & Company and KCI Technologies.

FINANCIAL SERVICES

Financial services in Maryland includes 8,260 businesses and employs over 95,000 people. Established powerhouses such as T. Rowe Price, Legg Mason and Carefirst are headquartered in Maryland and recognized industry leaders in Baltimore include Brown Advisory, DF Dent and New Enterprise Associates. Class A office space, a separate power grid from New York City and a robust, fiber-rich telecommunications network make Maryland an ideal location for back office operations.

The **Maryland Department of Business and Economic Development (DBED)** provides the business community financing and incentive-based solutions including loans, equity investment and tax credit opportunities for biotechnology, research and development, cybersecurity ventures, and more.

MARYLAND: SELECT BUSINESS ASSETS

One of the nation’s key research centers, Maryland is a powerhouse of spirited, smart people, big ideas and innovative thinkers tackling complex challenges like unlocking the genetic code and servicing the Hubble Telescope. Nearly 60 higher education institutions and more than 70 federal laboratories fuel myriad opportunities for pioneering knowledge in advanced technology and a sustainable workforce.

Maryland leads the nation in employed PhD’s per capita in mathematical, health and biological sciences.

SKILLED WORKFORCE

- 2nd highest concentration of professional and technical workers among the states
- Highest proportion of doctoral scientists and engineers in the nation
- 1st in the percentage of women-owned firms as a share of all firms
- Skilled manufacturing laborers, with experience in almost every type of industrial area

MAJOR ACADEMIC RESOURCES

- Johns Hopkins University
- University System of Maryland (11 campuses)
- U.S. Naval Academy
- Morgan State University

Of the 50 states, **Maryland** ranks second in total federal funding for research and development, and first in National Institutes of Health R&D contract awards.

KEY FEDERAL FACILITIES

- Aberdeen Proving Ground
- Fort George G. Meade/NSA Cyber Command
- National Institutes of Health



- NASA Goddard Space Flight Center
- National Institute of Standards and Technology
- Patuxent River Naval Air Station

Maryland has more than 30 business incubators and science and technology research parks supporting early stage companies.

MARYLAND: KEY RESOURCES & PARTNERSHIPS

- **Maryland International Incubator** is a first-of-its-kind facility dedicated to attracting and growing foreign-owned companies to the state. The incubator provides research and development, business development support services and competitively priced space to foreign-owned companies looking to establish a U.S. presence.
- **Maryland Israel Development Center (MIDC)** promotes trade and investment between Maryland and Israel to help create jobs in both economies by providing an “instant infrastructure” of business contacts and support.

• Maryland Port Administration

The Port of Baltimore is one of the largest ports in the United States and one of only two U.S. East Coast ports with super Post-Panamax ready cranes, a 50-foot deep channel and 50-foot deep berth. Serving over two thirds of the eastern seaboard, it is second only to New York in gross tonnage.

• U.S. Department of Commerce/SelectUSA

SelectUSA, housed within the Department of Commerce, is the U.S. government-wide program to promote and facilitate business investment into the United States in order to create jobs, spur economic growth, and advance U.S. competitiveness.

• World Trade Center Institute (WTCI)

The World Trade Center Institute, the largest international business network of its kind in the Mid-Atlantic region, is dedicated to growing Maryland’s global business community. More than 18,000 clients benefit from WTCI’s global connections, events, international visitors program and extensive global business services. In addition, WTCI serves as the World Bank Group’s Private Sector Liaison Officer (PSLO) for the region, enabling local firms to access opportunities in developing countries.



MARYLAND: QUALITY OF LIFE

Maryland has often been referred to as “America in Miniature,” and offers an outstanding quality of life. Living costs are reasonable and varied – relaxed living by the sea, clean mountain air or bustling city life with exciting housing options that include downtown high rises, cozy townhomes, quiet suburban neighborhoods and quaint towns and villages. Residents also enjoy:

- One of the nation’s highest median incomes
- Award winning public school system
- Some of the most advanced healthcare in the nation

For 2013, the median price for residential real estate sales for **Maryland** was \$251,900, Washington D.C. was \$381,900 and San Francisco \$679,000.

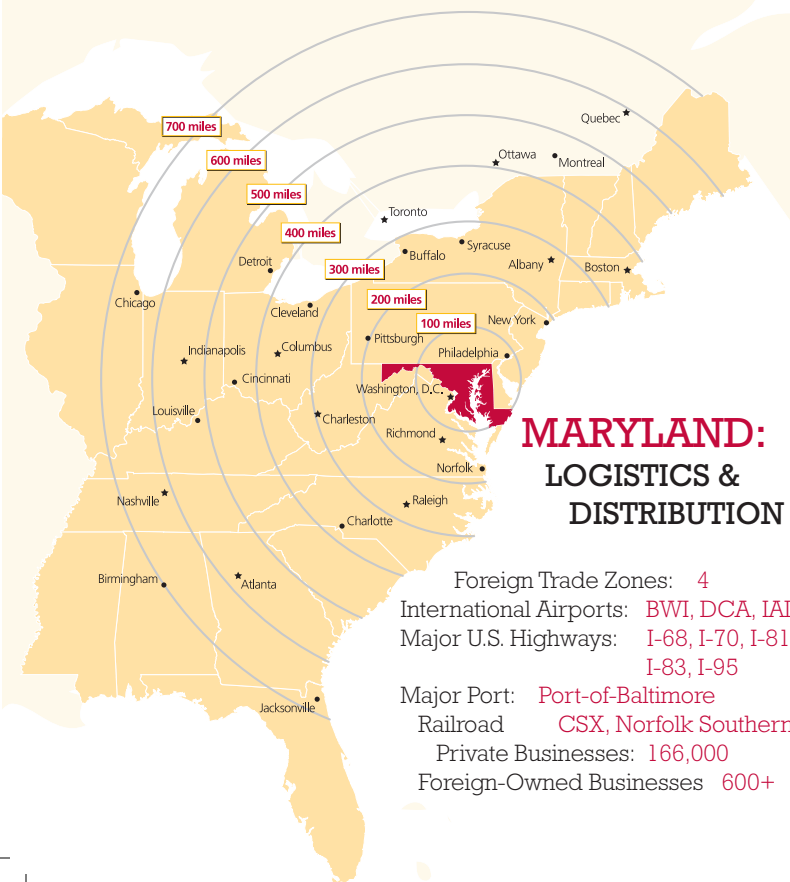
A THRIVING CULTURAL REGION

Close proximity to Washington D.C. provides easy access to major cultural attractions such as the Smithsonian Institution, John F. Kennedy Center for the Performing Arts and the Library of Congress. Closer to home, the whole family will also enjoy Baltimore’s National Aquarium, the Baltimore Symphony Orchestra and the American Visionary Art Museum.

SPORTS ARE BIG IN MARYLAND

The state is naturally endowed with surf and sand of Atlantic beaches, a sailing paradise on the Chesapeake Bay, the mountain sports of Western Maryland and a lineup of sporting activities that includes:

- Major league teams Baltimore Orioles and Ravens
- Professional and collegiate soccer
- Preakness Stakes – the second leg of horse racing’s Triple Crown
- Sailing regattas on the Chesapeake Bay
- Canoe and kayaking competitions
- Biking and Hiking on the Great Allegany Passage or the C&O Canal



MAJOR GLOBAL COMPANIES IN MARYLAND

In the past decade, a total of 136 FDI projects were recorded, representing a total capital investment of \$4 billion USD, resulting in almost 8,500 new jobs. The top five FDI projects by sector include Software and IT services, Business Services, Biotechnology, Pharmaceuticals, and Financial Services. The Netherlands, U.K., France, Canada, and Japan are major sources of foreign investment in Maryland.

AstraZeneca

BAE SYSTEMS

QIAGEN

sodexo

Lonza

VOLVO

Volvo Group



Nestle

Good Food, Good Life

"In 1975, Shimadzu Corporation chose Maryland for its strategic East Coast location with proximity to the Port of Baltimore, access to industry leaders, government agencies and renowned universities, and for its vast pool of talented professionals. Our decision has proven to be a wise one, helping Shimadzu to become an industry leader in North America."

SHIMADZU
Excellence in Science

Shuzo Maruyama, President
Shimadzu Scientific Instruments, Inc.
Columbia, MD

MARYLAND: INTERNATIONAL TRADE

Maryland's total export cargo is up more than 52% since 2007 while the value of Maryland's manufactured exports has grown over 29% since 2009.

Exports support jobs in Maryland and sustain thousands of the state's businesses. Over 7,300 businesses export from Maryland, supporting more than 55,000 U.S. jobs. In 2013, Maryland companies exported \$11.8 billion in goods and an estimated \$9 billion in services to more than 207 countries around the world. Maryland's top export markets in 2013: Canada, Saudi Arabia, China, United Kingdom and Mexico.



MARYLAND DEPARTMENT OF BUSINESS & ECONOMIC DEVELOPMENT (DBED)

Maryland's primary economic development agency (DBED) stimulates private investment and creates jobs by attracting new businesses, encouraging the expansion and retention of existing companies, and providing workforce training and financial assistance to Maryland companies. The Department promotes the State's many economic advantages and markets local products and services at home and abroad to spur economic development and international investment, trade and tourism.

OFFICE OF INTERNATIONAL INVESTMENT AND TRADE (OIIT)

DBED's Office of International Investment and Trade is Maryland's trade and investment promotion unit with a global network of offices. Headquartered in Baltimore, Maryland, the Department's team of trade and investment professionals has a wealth of experience in the international arena to help companies manage and expand their global business.

OIIT assists Maryland companies to grow their international business and attracts foreign direct investment into Maryland. FDI value added services we offer include:

- Customized market research
- Identifying investment opportunities, locations and partners in Maryland
- Introductions and access to potential partners, public and private companies and organizations
- Site selection and meeting arrangements
- Information on Maryland's business, governance and regulatory framework

Let's talk business.

To learn more about the programs and resources available for businesses visit

ChooseMaryland.org or call 1-888-ChooseMD.



Department of Business & Economic Development
World Trade Center Baltimore | 401 E. Pratt Street | Baltimore, MD

Maryland: Foreign Direct Investment

Open *for* Business